



June 3, 1992

To: J.H. Casey

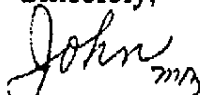
Re: Drug Fair

Dear Joe:

Attached are the requested replies from the S.C. Jersey Division 1232 for the Drug Fair stores in the division.

If any further information is needed, please contact me.

Sincerely,


J.A. Miller

JAM/mb
attachment(s)

cc: R.H. Fricke
G.P. Mitchell

M-2

J.A. MILLER
Division Sales Manager

1220 Campus Drive West
Morganville, NJ 07751
908-972-1138
Fax 908-972-3048

51850 2224

"We work for smokers."

05/22/92 10:14

RJT-EDISON,NJ #1200/28/30/40/42 001



May 22, 1992

J.H. CASEY
Division Sales Manager400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 14, Lakewood
2. Size of current overhead on location:
4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

Outside

3. What size Doral Savings Center do you have on location, if any?

2½' Five Shelf 5' high, plus canopy

Was the unit removed recently?

No.

4. What is the best selling generic or sub-generic in your Drug Fair store?

DORAL

5. Does this store have the grey decor?

No.

51850 2225



J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

May 22, 1992

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

* There are no displays
in this store RSR or
Competitive.

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 13 - Hazlet
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Philip Morris

Are the legs on the overhead to the inside or outside of the overhead?

Outside

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

No (During remodeling about 1 1/2 years ago)

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral with Cooper (4.50 r/c)

5. Does this store have the grey decor?

yes

"Work for smokers."

51850 2226



May 22, 1992

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - *A 9* *RT. 9 FRODOOP*
2. Size of current overhead on location: *P.M. OVERHEAD*
4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead? *OUTSIDE*

3. What size Doral Savings Center do you have on location, if any? *2 1/2 FT.*

Was the unit removed recently? *NO*

4. What is the best selling generic or sub-generic in your Drug Fair store? *DORAL*

5. Does this store have the grey decor? *NO*

"We work for smokers."

51850 2227



J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9078

May 22, 1992

TO: J.A. MILLER LORRAINE
R.I. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - # 2
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

- RT. 516 - OLD BRIDGE

RJR - NEW OVERHEAD

Are the legs on the overhead to the inside or outside of the overhead? OUTSIDE

3. What size Doral Savings Center do you have on location, if any? NONE

Was the unit removed recently? APPX. 1 YR. AGO

4. What is the best selling generic or sub-generic in your Drug Fair store? BRISTOL

5. Does this store have the grey decor? YES

51850 2228



J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

May 22, 1992

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 15
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

3. What size Doral Savings Center do you have on location, if any?

none

Was the unit removed recently?

no

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral

• Which store have the grey decor?

05/22/92

10:14

PORT-EDISON, NJ 08837-28/30/40/42

001

RJ Reynolds
Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-226-3050
Fax: 908-417-9076

May 22, 1992

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Drug Fair - Hazlet

Dear Managers and Sales Reps:

Dan

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number -
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Philip Morris

Are the legs on the overhead to the inside or outside of the overhead?

Outside

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral

Does this store have the grey decor?

Yes

51850 2230



May 22, 1992

J.H. CASEY
Division Sales Manager400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

		# of pages >
To: <i>Dover Holland</i>	From:	
Co.		<i>RJ O'Rourke</i>
Dept.		Phone #
Fax # <i>908-417-9076</i>		Fax #

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - *#12*
2. Size of current overhead on location:

4 FT.

6 FT.

*8 FT.*Are the legs on the overhead to the inside or outside of the overhead?*in center of counter -*

3. What size Doral Savings Center do you have on location, if any?

1 ft
Was the unit removed recently?*NO*

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral -

5. Does this store have the grey decor?

yes

"We work for smokers."

51850 2231



JUN 22 REC'D L. J. Natale
72543

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

May 22, 1992

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number -
2. Size of current overhead on location:

4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

3. What size Doral Savings Center do you have on location, if any?

Was the unit removed recently?

4. What is the best selling generic or sub-generic in your Drug Fair store?
5. Does this store have the grey decor?

"We work for smokers."

51850 2232

Please complete this survey by June 5, 1992 and return to Division #1228.

Thank you in advance for your assistance with this chain.

Sincerely,

D.J. Holland

D.J. Holland

DJH/lt

M-2

Drug fair SIS# 462111
EDISON

1. 6' overhead- P. Morris
2. outside legs
3. No Doraf savings center (was 4' unit)
IT WAS RECENTLY REMOVED FROM
Self service
4. Doraf Full Flavor KING
5. GREY DECOR

DRUG FAIR# 054067
WOODBRIDE

1. RTR 8' unit
2. outside legs
3. No Doraf savings center
IT WAS RECENTLY REMOVED
4. Doraf Ultra Light 10's
5. REGULAR DECOR
NOT GREY

51850 2233



To <i>Dana Holland</i>		From
Co.		1226
Dept.		Phone #
Fax # 908-417-9076		Fax #

May 22, 1992

J.H. CASEY
Division Sales Manager400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-226-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

WILSET SQUARE

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 20 Ridgewood, NJ
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

(201) 444-0011

Are the legs on the overhead to the inside or outside of the overhead?

OUTSIDE

3. What size Doral Savings Center do you have on location, if any?

NONE

Was the unit removed recently?

NO

4. What is the best selling generic or sub-generic in your Drug Fair store?

PYRAMID

5. Does this store have the grey decor?

NO

"We work for smokers."

51850 2234

05/22/92

10:16

PORT EDISON, NJ #1200-28-30-40-42

001



To: Dawn Holland		From: R.S. O'Rourke	
Co:		Phone #	
Dept:		Fax #	
Fax # 908-417-9076		Fax #	

May 22, 1992

J.H. CASEY
Division Sales Manager400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

20 W. HUDSON AVE
 Englewood, NJ

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - #31
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

R.J.R.

Are the legs on the overhead to the inside or outside of the overhead?

1 Outside, 1 Inside

3. What size Doral Savings Center do you have on location, if any?
None

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

Pyramid - sub-generic

5. Does this store have the grey decor?

Yes

"We work for smokers."

51850 2235